

**Welcome from  
Sam Wercinski, Commissioner**

Many positive actions have taken place at ADRE since Governor Napolitano appointed me on January 11, 2007. I want to share a few with you.

The Department proposed two pieces of legislation that enable the public, industry stakeholders and the Department in positive ways. We submitted a bill to change the license renewal period from two years to four years. Continuing education hours will increase from 24 to 48 hours and the net fee to renew will decrease. We also wrote legislation that pairs the expiration date of an entity's license (the firm under which sales agents are employed) with the designated broker's license (the person who manages the sales agents). As a former designated broker (DB), I see this as an opportunity to eliminate unintentional unlicensed activity by sales agents when their DB fails to renew the firm's license. Arizona consumers, industry stakeholders and the Department all gain if these pieces of legislation pass. Both have passed in the senate and are expected to clear the house. With Governor Napolitano's signature, they should be effective on July 1<sup>st</sup>, 2007.

On February 1, 2007, I issued a [Substantive Policy Statement](#) that allows Licensees to keep their license certificates electronically. These are available on-line through our [public database](#) at [www.azre.gov](http://www.azre.gov). Brokerages may also now use these or paper copies to meet statutory requirements. This single advancement saves thousands of dollars in resources at the Department, provides options to firms that want to go electronic and provides more information to the public about licensees.

On my first day as Commissioner, I opened the Department's doors wide to the public and industry. I have regular meetings with stakeholders to exchange ideas and hear proposals. Dialog creates BIGGER success. I am taking department services on the road with our Community Outreach and Education (COE) Initiative. COE Teams will offer educational seminars and Department services while visiting rural communities. I will also gain the benefit of personal interaction with community members and hearing from them. The Department exists to serve and protect the public.

I remain excited with the opportunities we have in front of us and confident that by working together, Arizona will be the big winner while I serve as your commissioner. We value ideas and feedback from the public we protect and the industry we oversee. Contact us or even better yet - join us at an upcoming meeting. Click here and [let us hear from you!](#)

There is much more going on at the Department of Real Estate. Check back often for updates!

With Mutual Respect,

A handwritten signature in black ink, appearing to read "Sam", enclosed within a hand-drawn oval.

Sam Wercinski, Commissioner